

PAGE 4 - CURRENT MONTH				DEPARTMENTAL SALES GROSS PROFIT				YEAR TO DATE			
LINE	ITEM	QTY	UNIT PRICE	AMOUNT	QTY	UNIT PRICE	AMOUNT	QTY	UNIT PRICE	AMOUNT	QTY
1	New Vehicle - Kia Sorento - Retail	4010									
2	New Vehicle - Kia Rio - Retail	4020	21	241,202	23	321	1,111				
3	New Vehicle - Kia Optima - Retail	4040	22	387,579	31	537	1,434				
4	New Vehicle - Kia Sedona - Retail	4080	31	706,639	43	643	2,889				
5	New Vehicle - Kia Spectra - Retail	4090	23	348,878	19	240	841				
6	New Vehicle - Kia Sorento - Retail	4070	22	750,178	44	792	1,545				
7	New Vehicle - Kia Amanti - Retail	4060	10	255,215	12	512	1,251				
8	New Vehicle - Kia Niro - Retail	4088			2	200	235				
9	TOTAL KIA NEW VEHICLE		136	2,697,891	206	566	1,519				
10	FINANCE & INSURANCE KIA NEW										
11	After Market Products - Kia	4280		12,314	8	907	65				
12	Service Contracts New - Kia	4270	13	24,899	15	26	1,164				
13	Finance Income New - Kia	8280	111	624,189	562						
14	Insurance Income New - Kia	8280									
15	Adjustments F&I Service Cont. - Kia	8286			6	621	49				
16	TOTAL KIA NEW F&I			37,209	798	30	567				
17	New Vehicle - Kia - Fleet	4200									
18	TOTAL KIA NEW F&I		136	2,735,100	286	195	2,106				
19	OTHER FRANCHISE NEW VEHICLE DEPT.										
20	New Vehicles - Other - Retail After Incentives	4220	17	235,474	9	747	572				
21	New Vehicles - Other - Fleet After Incentives	4230									
22	Service Contracts and F&I Inc. New - Other	4220	4	477	112						
23	Lease Reps Leases - New Vehicles	8288									
24	TOTAL OTHER NEW VEHICLE DEPARTMENT		17	235,474	102	24	602				
25	Cost of Sale LPO Adjustment - New										
26	TOTAL NEW VEHICLE DEPARTMENT		153	2,970,574	296	620	2,718				
27	USED VEHICLE DEPARTMENT										
28	Used Retail Vehicle - After Reps.	4300	826	1,120,535	188	764	2,107				
29	Program Vehicle - Kia	4310	60	859,125	123	168	2,233				
30	Used Vehicle - Wholesale	4320	231	525,723							
31	Adjustment - Used Vehicle Inventory	6330			78	815	66				
32	Service Contracts - Used	4370	351	422,971	215	198	613				
33	Finance Income - Used	8390	760	430,141	566						
34	Insurance Income - Used	8390									
35	Adjustments F&I Service Cont. Used & Program	8385			77	971	66				
36	Lease Reps Leases - Total Used	8399									
37	Cost of Sale LPO Adjustment - Used	8387									
38	TOTAL USED VEHICLE DEPARTMENT		1,187	1,301,317	251	461	2,118				
39	TOTAL USED VEHICLE DEPARTMENT		1,340	1,598,875	288	101	2,096				
40	OTHER FRANCHISE USED VEHICLE DEPT.										
41	Customer Mechanical Labor - Kia	4400	717	620,611	44	727	2,111				
42	Warranty Claims Mechanical Labor - Kia	4420	698	456,533	33	528	734				
43	Internal Mechanical Labor - Kia	4430	582	491,077	30	522	622				
44	TOTAL MECHANICAL LABOR - KIA		1,997	1,568,221	108	778	3,467				
45	OTHER FRANCHISE MECHANICAL LABOR										
46	Customer Mechanical Labor - Other	4408	539	441,653	30	642	694				
47	Warranty Claims Mechanical Labor - Other	4428									
48	Internal Mechanical Labor - Other	4438	1,348	1,761,152	104	981	596				
49	TOTAL MECHANICAL LABOR - OTHER		1,887	2,202,805	135	523	616				
50	TOTAL MECHANICAL LABOR - OTHER		1,887	2,202,805	135	523	616				
51	Paint & Body Shop Labor	4440	138	1,009,111	74	167	3,511				
52	Unpainted Time - Mechanical	8460			32	91	08				
53	TOTAL PAINT & BODY SHOP LABOR			1,009,111	106	258	3,519				
54	Sublet Paints / Body Shop Materials	4460		41,401	62	401	51				
55	TOTAL PAINT & BODY SHOP DEPARTMENT		1,022	1,050,512	168	299	3,570				
56	PAINT & BODY SHOP DEPARTMENT										
57	Customer Body Shop Labor	4500									
58	Warranty Claims Body Shop Labor	4520									
59	Internal Body Shop Labor	4530									
60	Unpainted Time - Body Shop	8500									
61	Sublet Paints / Body Shop Materials	4540									
62	TOTAL BODY SHOP DEPARTMENT										
63	PARTS & ACCESSORIES KIA										
64	P&A R.O. Cust. Mechanical - Kia	4700	558	506,628	23	129	381				
65	P&A Warranty Claims - Kia	4720	621	1,058,065	29	528	2,811				
66	P&A Internal R.O. - Kia	4730	548	343,477	13	682	338				
67	P&A R.O. Cust. Body Shop - Kia	4710									
68	P&A Counter Retail - Kia	4740	317	255,266	8	709	241				
69	P&A Wholesale - Kia	4750	279	56,567	14	962	265				
70	TOTAL P&A KIA		1,422	1,929,936	90	403	1,996				
71	PARTS & ACCESSORIES OTHER										
72	P&A R.O. Cust. Mech. - Other	4708	489	335,966	10	34	308				
73	P&A Warranty Claims - Other	4728									
74	P&A R.O. Cust. Body Shop / Internal - Other	4718	225	95,883	3	133	89				
75	P&A Counter Retail - Other	4748	223	53,611	18	143	38				
76	P&A Wholesale - Other	4758	13	295	11	539	0				
77	TOTAL OTHER P&A DEPARTMENT		1,940	1,351,355	49	596	67				
78	P&A Inv. Adj. / Purch. Dibs. / Freight	4768									
79	Thru. Gas. Oil & Grease / Non-Auto Merchandise	4778		19,337	64	53	36				
80	Cost of Sale LPO Adjustment - P & A	8787									
81	TOTAL P&A DEPARTMENT			1,370,692	143	631	393				
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100	TOTAL P&A DEPARTMENT			1,370,692	143	631	393				

Partnership Name: **INCREDIBLE AUTO SALES**
 Address: **1832 KING AVE WEST**
 City, State: **BILLINGS MT**



Month: 12	Period: MT004	Rep. Date: DIS
Year: 05		
CASH AND CONTRACTS		AMOUNT
Cash on Hand	2100	150334
Cash in Bank / Temp. Cash Investment	2110	130037
Contracts in Transit	2120	2120
TOTAL CASH AND CONTRACTS		215026
RECEIVABLES		AMOUNT
Customer	2100	150334
Service and Parts	2110	130037
Customer Notes	2120	2120
Lease, Rental and Service Contracts	2130	2130
Miscellaneous Customers	2140	2140
TOTAL RECEIVABLES		215026
INVENTORIES		AMOUNT
Inventory - KIA	2200	9709
Inventory - Other	2209	2209
Inventory - Service - KIA	2210	162
Inventory - Service - Other	2219	2219
Inventory - Parts - KIA	2220	2220
Inventory - Parts - Other	2229	2229
Inventory - Tools and Equipment	2230	2230
Inventory - Other	2240	2240
TOTAL INVENTORIES		215026
OTHER CURRENT ASSETS		AMOUNT
Other Current Assets	2300	2300
TOTAL OTHER CURRENT ASSETS		2300
OTHER VEHICLE ASSETS		AMOUNT
Other Vehicle Assets	2400	2400
TOTAL OTHER VEHICLE ASSETS		2400
OTHER ASSETS		AMOUNT
Other Assets	2500	2500
TOTAL OTHER ASSETS		2500
TOTAL ASSETS		4108917
LIABILITIES		AMOUNT
Accounts Payable	3100	3100
Trade Creditors	3110	3110
Vehicle Lien Payoff	3120	3120
Customer Deposits / Prepaid Obs. Payments	3130	3130
License and Title Fees	3140	3140
TOTAL ACCOUNTS PAYABLE		308583
ACCUMULATED LIABILITIES		AMOUNT
Accumulated Liabilities	3200	3200
Interest	3210	3210
Insurance	3220	3220
Payroll	3230	3230
Payroll Taxes / Sales Tax	3240	3240
Taxes - Other Than Payroll, Sales & Income	3250	3250
Compensation / Income Tax	3260	3260
Benefits - Owners and Employees	3270	3270
Benefits - Rental / Profit Sharing	3280	3280
Miscellaneous Accounts / Notes Payable Short Term	3290	3290
TOTAL ACCUMULATED LIABILITIES		70876
TOTAL LIABILITIES		379459
NET WORTH		AMOUNT
Net Worth	4000	1235673
Used Vehicles	4100	895299
Other Inventory	4200	59704
Loan Vehicles	4300	3466
Rental Vehicles	4400	234319
TOTAL NET WORTH		2663803
LONG TERM DEBT		AMOUNT
Long Term Debt	5000	5000
Notes Pay. - Capital Loans	5100	5100
Mortgages Payable	5200	5200
Other Notes & Contracts	5300	5300
Owners / Officers Notes	5400	5400
TOTAL LONG TERM DEBT		1000000
TOTAL LIABILITIES		3668562
NET INVESTMENT		AMOUNT
Net Investment	6000	6000
TOTAL NET INVESTMENT		6000
CURRENT EARNINGS BEFORE TAXES		AMOUNT
Current Earnings Before Taxes	7000	7000
TOTAL CURRENT EARNINGS BEFORE TAXES		7000
OTHER EARNINGS		AMOUNT
Other Earnings	8000	8000
TOTAL OTHER EARNINGS		8000
TOTAL EARNINGS		AMOUNT
Total Earnings	9000	9000
TOTAL EARNINGS		9000
FINANCIAL SUMMARY		AMOUNT
Working Capital Requirement	1048154	1048154
Actual Working Capital	1225198	1225198
Net Cash	884774	884774
Average Monthly Expense	278213	278213

FINANCIAL SUMMARY

1048154
 Working Capital Requirement

1225198
 Actual Working Capital

884774
 Net Cash

278213
 Average Monthly Expense

COMPUTED ASSETS LESS
 (NET WORTH) LIABILITIES & DEFERRED
 PORTION LONG TERM DEBT

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TOTAL INCOME AND EXPENSE

NAME OF ACCOUNT	ACCT. NO.	TOTAL DEALERSHIP		(1) NEW KIA DEPARTMENT		(2) NEW OTHER DEPARTMENT	
		MONTH	YEAR TO DATE	MONTH	YEAR TO DATE	MONTH	YEAR TO DATE
1 TOTAL SALES		1469818	15528663	465706	2974187		52614
2 TOTAL GROSS PROFIT		246581655	29926831919	15165	3389994		74
3 TOTAL OPERATING EXPENSES							
4 Sales Commission	7000	292901197	3861931290	2964	38733		2137
5 Salesperson Compensation	7010	378337546	4699781570	5050	56548		
6 Office Expenses	7020						
7 Exp. on A.C. Compensation	7025	5703233	87421222	1291	10950		
8 Advertising - Promotional	7040	479051958	5749631921	16107	94959		2711
9 Interest - Bank Note	7060	19912814	166736557	9188	69898	1027	12210
10 TOTAL SELLING EXPENSES		1406435749	16852913631	34800	271090	1027	17048
11 OPERATING PROFIT							
12 Salesperson's Expenses	7110	160	3502	12			
13 Office Expenses	7120						
14 Insurance & Company Vehicles - Dept.	7140	8024328	100548336	1082	14135		21
15 Telephone Expenses	7180	2830116	3388113	713	882		
16 Postage & Freight	7180	4760195	2837395	2859	7983		
17 Outside Services - Department	7170						
18 Freight	7180	37815	28298				
19 Supplies & Tools	7190	158069	1599552	216	1110		117
20 Laundry & Uniforms	7200	864	1575				
21 Rent - Sales & Vehicle Dept.	7210						
22 Repairs - Vehicle, Repair & Rental Dept.	7220	71129	851229	12	132		
23 Miscellaneous Expenses	7230	1175	14045				
24 Salaries & Wages	7200	4698192	44565149	1278	3412		
25 Contract Sales	7260	6149260	80539260	1270	15770		
26 Variable & Line Oil Pay	7270	1879	321631				
27 TOTAL OPERATING EXPENSES		298801221	3304451104	7430	50931		138
28 TOTAL SELLING EXPENSES		170523	2015736	4230	322021	1027	17186
29 TOTAL SALES & GROSS PROFIT		6970	5736	27847	9499		
30 TOTAL OPERATING PROFIT		741351020	9768473264	27065	16973	1027	17112
31 TOTAL PERSONNEL EXPENSES							
32 Total & Expenses	7400	21176866	257137860	2492	28900	110	1329
33 Salaries & Wages - Admin & Support	7410	5071211	65614219	1034	13103		
34 Overhead Salaries	7420						
35 Payroll Taxes	7430	12766522	176233589	2117	26804		
36 Employee Benefits	7440	5120209	66114221	870	10849		
37 Fringe Benefits - Health, Pension	7450						
38 Advertising - General & Institutional	7460	90334	1756059	157	3312		
39 Telephone & Office Supplies	7470	215888	2023368	380	3261		
40 Total Personnel Expenses	7480	6537267	82059277	1188	14185		
41 Outside Services - Admin & Support	7490	18425753	197768661	4065	45157		
42 Company Vehicles - Administration	7500						
43 Carpooling	7510	3901159	1220741	648	2289		
44 Post & Delivery	7520	33013	708125	34	1178		
45 Insurance	7530	3316136	46453159	485	5902		
46 Legal & Auditing	7540	182875	2214774	345	4151		
47 Postage	7550	110745	1202240	131	1231		
48 Travel & Entertainment	7560	116440	1544151	109	2421		
49 Rent - Office, Storage & Warehouse	7570	6530267	44167148	832	6078		
50 Repairs - Office, Storage & Warehouse	7580	3151129	16865123	432	5284		
51 Insurance - Office, Storage & Warehouse	7590	2617107	31272104	407	4852		
52 Depreciation	7600	5400221	52113175	1090	8973	250	3006
53 Taxes - Office, Storage & Warehouse	7610		1427348		2839		
54 Interest - Office, Storage & Warehouse	7620	13238541	145390486				
55 TOTAL PERSONNEL EXPENSES		1148364694	18235561423	16896	191770	360	4320
56 TOTAL EXPENSES		2853398	3839192	59126	513791	1187	21504
57 NET PROFIT				43261	174797	1387	21432
58 OPERATING PROFIT		-40701	-346709				
59 NET ADDITIONS OF OPERATIONS		454721859	353161182				
60 NET PROFIT		4771195	710724				
61 OPERATING PROFIT		4771195	710724				
62 NET PROFIT		4771195	710724				
63 NET PROFIT		4771195	710724				
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97 NET PROFIT		4771195	710724				
98 NET PROFIT		4771195	710724				
99 NET PROFIT		4771195	710724				
100 NET PROFIT		4771195	710724				

TOTAL PERSONNEL EXPENSES

MONTH 107117 YEAR TO DATE 1387117

W.P. 43.78 %O.P. 46.31

UNITED STATES OF AMERICA

ADDITIONS TO INCOME

DEDUCTIONS FROM INCOME

ACCOUNT NAME	MONTH	YEAR TO DATE	ACCOUNT NAME	MONTH	YEAR TO DATE
1 Cash Discounts Earned	8080	55	1 Cash Discounts Allowed	8100	
2 Interest Earned	8090	1	2 Acc. For Doubtful Accounts	8120	
3 Bad Debts Recovered	8020	1000	3 Other Income	8140	1950
4 Other Income	8040	48055	4 Lease Expenses	8180	26344
5 Lease Income	8060	384510	5 Rental Expenses	8160	698
6 Rental Income	8000				
TOTAL ADDITIONS		48120	TOTAL DEDUCTIONS		2648

UNITED STATES OF AMERICA